

Message Text

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FM SECSTATE WASHDC

TO AMEMBASSY LA PAZ

AMCONSUL RIO DE JANEIRO

INFO AMEMBASSY BRASILIA

UNCLAS STATE 057466

E.O. 11652: N/A

TAGS: BENC, BL, BR

SUBJECT: MAJOR PROJECTS: BOLIVIAN PETROCHEMICAL

--- INDUSTRY

REF: LA PAZ A-12 (NOTAL)

1. APPRECIATE REPORT FROM LA PAZ ON PETROCHEMICAL PROJECTS IN BOLIVIA. HAVE HAD INQUIRY REGARDING YPFB/ BRAZILIAN JOINT VENTURE FERTILIZER-EXPLOSIVES COMPLEX IN SOUTHEASTERN BOLIVIA (1,000 MT/D AMMONIA, 1,600 MT/D UREA, 100 MT/D AMMONIUM NITRATE). ACCORDING TO REFAIR YPFB HAS INVITED BIDS FOR FEASIBILITY STUDY. WOULD APPRECIATE FURTHER DETAILS: CAN LA PAZ FIND OUT NAMES OF U.S., EUROPEAN, AND JAPANESE FIRMS WHICH HAVE EXPRESSED INTEREST? IS STUDY CONTRACT STILL OPEN TO OTHER FIRMS - I.E. ARE BID DOCUMENTS STILL AVAILABLE? WHAT IS TIMING ON CHOICE OF FIRM TO PERFORM STUDY? CAN UNCLASSIFIED

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LA PAZ OR RIO IDENTIFY NAME AND ADDRESS RESPONSIBLE

BRAZILIAN ENTITY? TO WHAT EXTENT WILL BRASILIAN HAVE
SAY IN CONTRACTING?

2. FOR LA PAZ: RE NEW ANDEAN PACT ASSIGNED PETROCHEMICAL
PROJECTS, EMBASSY SHOULD KEEP IN MIND THAT WE ARE

PARTICULARLY INTERESTED IN ASSISTING U.S. COMPANIES
TO OBTAIN FEASIBILITY STUDY CONTRACTS. PAST EXPERIENCE
INDICATES COMPANIES WHICH PERFORM STUDIES HAVE
GREATER CHANCE OF OBTAINING DESIGN/CONSTRUCTION, PROJECT
MANAGEMENT OR TURNKEY CONTRACTS. CHOICE OF U.S.
COMPANY FOR PREPARATION OF SPECIFICATIONS ENHANCES C
CHANCES FOR U.S. PROCUREMENT OF EQUIPMENT AND TECHNOLOGY.
THEREFORE, WOULD APPRECIATE EMBASSY ACTIVELY PURSUING
SPECIFIC INFORMATION ON PLANS TO ONTRACT FOR FEASIBILITY
STUDIES FOR SEVEN NEW PROJECTS LISTED REPAIR, AS WELL
AS OTHER PETROCHEMICAL PROJECTS PLANNED FOR FUTURE.
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To: LA PAZ
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